

### Anniversary Sale of Boys' Sweaters At 98c

Boys' Sweaters, made of excellent quality materials, in the roll collar style. Choice of maroon, cardinal and the scarce navy blue. Sizes 8 to 16 years. Third Floor—Lansburgh & Bro.

### Men's All-Linear Handkerchiefs, 12½c each.

We are putting on sale tomorrow a large lot of men's hemstitched all linen handkerchiefs. They are of very good quality linen, with embroidered initial in corner. All initials being in the lot. Anniversary Sale Price, 12½c each.

### Men's Japonette Handkerchiefs, 4 for 25c

Fine quality Japonette Handkerchiefs, with silk-embroidered initial in corner. Main Floor—Lansburgh & Bro.

### Anniversary Sale of House Dresses

VALUES UP TO \$2.95c

House dresses made of fine gingham and percales; also odd lot of voiles and lawns, in stripe effects and solid colors, in a variety of neat and stylish models. Sizes 36 to 52. Third Floor—Lansburgh & Bro.

## Washington's Fastest Growing Department Store LANSBURGH & BRO.

Open 8:45 A. M. Close 5:30 P. M. Saturday 6 P. M.  
If Necessary—Use the Phone—Call Main 6853

## The Effect

of this **Business Anniversary** is the offering of the greatest aggregation of desirable merchandise ever shown under one roof in this city, at prices possible because of the **co-operation of our thousands of makers** who have joined hands with us to insure the success of this **Birthday Celebration**. These makers have allowed us to select the pick and choice of their stocks at concessions, the benefit of which will accrue to you. Thus while this **Anniversary Sale** lasts it will pay you to buy liberally and profit by the worth-while savings which await you on every hand.



## Anniversary Sale of Women's Suits, Coats & Dresses

Offering over 2,000 beautiful garments at prices which you will concede by comparison are the lowest ever quoted on like qualities. Several of our best makers have made us price concessions on Suits, Coats and Dresses which enable us to offer the greatest values possible during our Anniversary Sale.

### Hundreds of Beautiful Coat Suits In the Greatest Garment Event of the Season at . . .

Misses' Sizes, 15 to 20. Women's Sizes, 36 to 46. Stouts, 37 to 53. Half Sizes, 44½ to 52½

In order to describe this wonderful assortment of Coat Suits, it would be absolutely necessary to take every garment separately. They are exclusive models with a distinctiveness all their own. There are barely two alike in the entire stock. Suffice to say that many are trimmed with Genuine Beaver, Mole, Hudson and French Seal. The materials include Velour Checks, Plain Velours, Chiffon Broadcloth, Serges, Poplins, Whipcords, Gabardines, Etc., in Blacks, Blues and every desirable Fall color. By all means see them tomorrow.

### Women's & Misses' Coats

Extraordinary Value at **\$19.50**

THE NEW VELOUR PLAID COATS

These are the very newest models and are taking the place so long occupied by the popular Sport Coats. These are made of heavy, fine quality velour cloth, in large two-inch plaids, and finished with large pockets, cross-over belted effects, fastened high over pockets, and the stylish convertible collars. The colors include Burgundy, Green, Navy, Brown and Black-and-White Checks. All sizes.

Ready-to-Wear Section—Second Floor—Lansburgh & Bro.

### New Dress Arrivals

An Extraordinary Assortment of Stylish Models at **\$15.00**

We have never offered a more thoroughly complete stock of Street Dresses than we do in this sale tomorrow. Every one depicts the very latest fashion hints. Some are in the popular Russian effects, straight plaited models, flaring skirts and fancy waist effects. Made of such favored materials as Serges, Satins, Charmeuse, Serge and Taffeta Combinations, Silk Poplins and many others, in every conceivable color. All are beautifully made and trimmed in the very newest manner. All sizes from 16 to 44.



### ROMAN STRIPED CROCHET POUCH

BAGS, 95c

Smart Roman Striped Crochet Pouch Bags, with draw-string and tassel end; a fine variety of designs to choose from in high-grade material. Special Anniversary Sale Price. **95c**

### The Fifty-sixth Anniversary Sale of White and Colored Wash Goods

Very unusual values will be offered from time to time during this sale in this department, and you should avail yourself of the opportunities to save. The ones listed here are for tomorrow's shoppers.

#### 1,000 Yards English Longcloth, 15c Yard

This is a superior fine quality with a soft chambray finish—full 36 inches wide and the ideal fabric for making women's and children's garments. A real 20c value. Anniversary Sale price, yard. **15c**

#### New Fall Patterns in Dress Gingham At 15c Yard

All are 32 inches wide and a very fine quality. Choice of over 100 pretty styles in the latest colorings in stripes, checks and plaid effects. The very thing for women's house dresses and children's school wear.

Main Floor—Lansburgh & Bro.



### FREE

This beautiful regulation size Glass Dish as an Anniversary Souvenir to each customer. Present your sales check for souvenir—second floor of new building.

### 25c PLAYING CARDS

9c

U. S. Playing Card Co.'s regulation quarter deck. Our advertised card with 500 and bridge score cards. Limit, 4 packs to a buyer.

### Anniversary Sale of SWEATERS

A large and varied assortment of sweaters for women and children is on hand at all times, and we invite your inspection and approval. These very special values were considerably below their real worth.

#### WOMEN'S WOOL SWEATERS \$2.69

Anniversary Sale Price. Women's wool sweaters with shawl collars and belt, trimmed with buttons the same shade as the sweater. Choice of cardinal and maroon. Extraordinary values for our Anniversary Sale.

#### Fancy Stitched Sweaters Children's Wool Sweaters

Anniversary Sale Price, \$2.48 Anniversary Sale Price, \$2.98

Women's fancy stitched sweaters, made with shawl collar and finished with belt and choice of cardinal, tan, rose, Copenhagen, green and navy blue.

#### Children's Sweaters, \$1.00

A very unusual value for children. Made of excellent material, finished with Byron collar. Plain stitched styles in cardinal tan and Oxford. Sizes, 32 and 34. Main Floor—Lansburgh & Bro.



### ry Sale of makers' Findings

reds of shoppers tomorrow. The small things that are at special prices for this great Anniversary Sale.

Sovran Pins, 350 to paper. . . . .	8c	Snap Fasteners, black or white; all sizes; dozen. . . . .	7½c
Dutch Tape, all widths, piece. . . . .	4c	Silk Blanket Binding, assorted widths, yard. . . . .	10c
Silk Binding Braid, 1 to 1½ inches wide, black only; yard. . . . .	10c	Hook and Eye Tape, yard. . . . .	10c
Asbestos Iron Holders. . . . .	3c	Eve Collar Supports, card. . . . .	10c
Neck or Shirt Bands, all sizes. . . . .	3c	Silk Hair Sets, various shades, 3 for. . . . .	10c
24-Yard Tape Roll. . . . .	5c	Smith Needles, all sizes, paper. . . . .	2½c
Cube Pins, jet or mat, 100 count. . . . .	15c	Heart-shape Hair-pin Cabinets. . . . .	10c
Sorosis Pins, all sizes, 350 count. . . . .	10c	Pure Rubber Bathing Caps. . . . .	25c
1-inch Silk Cable Elastic, all colors, yard. . . . .	19c	Double Serge Belting, yard. . . . .	8c
Gold Plated Safety Pins, dozen. . . . .	10c	Lisle Elastic, black or white, ¼ to ½ inches, yard. . . . .	5c
Lingerie Tape, 6-yd. pcs., all colors. . . . .	10c	Nickle-plated Shears and Scissors for. . . . .	10c
Atlas, Cynthia and Arcadia Hooks and Eyes, card. . . . .	2½c	English Twill Tape, 10-yd. pieces, ¼ to ½ in. wide, piece. . . . .	5c



### Anniversary Sale of Jewelry

Here are some very special values. In some instances the quantities are limited and we would advise an early response.

Here's a wonderful opportunity to the quick purchaser. Six assorted White and Black Evening Fans. Especially beautiful pieces, made to sell at \$2.98 to \$4.98. Special Anniversary Sale Price. **98c**

27 Assorted Jet Neck Chains. These constitute another special value in our Anniversary Sale, as they are all of high-grade pearl and crystal combinations and are 60c values. The Anniversary Sale Price is. <b>10c</b>	40 Sterling Silver Clutch Pencils. Strictly high-grade articles, with a "clutch that clutches." The values are 75c each. The Anniversary Sale Price is, each. <b>25c</b>
22 Silver Lavallieres, of good quality. This lot is of assorted styles—some having gold tops and some smartly set with novelty stones. The values range from \$1.50 to \$1.98. The Anniversary Sale Price is. <b>98c</b>	27 Solid Gold Rings, set with imitation sapphires, garnets, emeralds and other handsome stones. This opportunity will not come again, as we are moving our jewelry department over into the new building and will close these out during this sale. The values are \$4.98, but the Anniversary Sale Price is. <b>98c</b>
33 Real Gemstone Coat Chains, of high quality, set with rhinestones and pearls. They sold at \$1.00 each. The Anniversary Sale Price is. <b>25c</b>	32 Assorted Black Seal Pins and Belt Buckles. They are of very good quality and neat design. The values are 60c each. The Anniversary Sale Price is. <b>10c</b>
27 Handsome Solid Gold Signet Rings. All are of the excellent Roman finish type and formerly sold for \$1.50 to \$1.98. The Anniversary Sale Price is. <b>98c</b>	45 excellent quality Rhinestone Buckles, in assorted sizes and styles. They are used extensively for dress and hat trimmings and as they formerly sold at from 50c to \$1.00, they represent wonderful values at the Anniversary Sale Price, each. <b>25c</b>
44 Assorted Pieces, comprising high-grade fancy Aluminum Barettes, Braid Pins and Bandeaux, artistically set with stones. Every article in this lot sold for from 50c to \$1.50. The Anniversary Sale Price is. <b>25c</b>	

Main Floor—Lansburgh & Bro.

### Anniversary Sale of Dress Goods

There is no use in telling you we've been leaders in First Quality Dress Goods for the past 56 years. You all know it, and this year the values offered during our Anniversary Sale will eclipse all previous efforts. Read the details that follow:

#### \$1.75 NAVY AND INK BLUE 54-INCH IMPERIAL SERGE, A YARD . . . . . \$1.39

We have only 300 yards for distribution, so take heed and respond promptly. There's an absolute saving of nearly \$2.00 on every dress length you buy. Quite an extraordinary discount on a much wanted and staple article. Note the width, 54 inches, all pure wool. In navy and ink blue; pure dye; noncrushable. An ideal fabric for one-piece dresses. **\$1.39**

#### \$2.50 50-in. Navy Gabardine, Yd., \$1.98

A good, sturdy fabric, nice for dresses or suits; all wool; in navy blue only; \$2.50 value for yard. **\$1.98**

#### \$1.50 44-in. Imperial Gabardine, Yd., \$1.25

Colors are navy, ink, brown, green, prune, reseda, Copenhagen blue and black; \$1.50 value, yard. **\$1.25**

#### \$2.50 Velour Checks, 54 in., Yd., \$1.98

Beautiful color combinations, all wool; nice for skirts in combination with plain coats; \$2.50 value, yard. **\$1.98**

#### \$1.50 54-in. Black Granite, \$1.00

A wonderful bargain and full 54 inches wide. A rich crow black, all wool, noncrushable. Only a few pieces; \$1.50 value. Anniversary Sale price, yard. **\$1.00**

#### \$1.39 Shepherd Checks, 98c

Pure all-wool; 45 inches wide; black and white only; nice for suits or dresses. Wonderful values. Anniversary Sale price, yard. **98c**

Dress Goods Department—Second Floor—New Building.

#### \$2.50 White Sport Broadcloth, Yard, \$1.98

Full 50 inches wide; nice for trimmings, tennis suits and tailored gowns; in white only; all wool; \$2.50 value, at yard. **\$1.98**

#### 79c 50-in. Mohair Sicilian, Yd., 59c

High luster, reversible, salt-air proof; full 50 inches wide; in a rich shade of navy blue and a good crow black; 79c value, at yard. **59c**

#### \$3.00 White 54-in. Coatings, Yd., \$1.98

St. Morris and Za Za, 54-inch white coatings; nice for children as well as grown-ups. Coats made of these all-wool fabrics require no ironing. \$3.00 value, yard. **\$1.98**

#### \$1.19 Black Imperial Serge, 85c

Only five pieces. Pure all wool, 42 inches wide. A rich crow black, guaranteed dye, will not crush. Anniversary Sale price, yard. **85c**

#### \$2.50 56-inch Covert Cloth, \$1.69

Regular Coating Covert, in tan only. Only 100 yards to sell. Get your coat length tomorrow. Anniversary Sale price, yard. **\$1.69**

### WEEK'S REALTY DEALS BELOW EXPECTATIONS

Parcels Conveyed Total 257—Brokers. However, Optimistic as to Future.

Suburban property led the sales in the real estate market for the second week of October, 101 parcels having been conveyed. This, however, was below the record made in the first week of the month, and the general trend of transfers was far under the expected number. The records show an increase of five sales in comparison with the corresponding period of 1915. The spirited business which marked the first week of October failed to continue, and while brokers are confident that future sales will bring the month's record well above normal, the falling off in the past week was a disappointment.

Records at the recorder of deeds office show that 140 deals were closed in the past six days, 27 parcels of real estate being involved. In the first week of the month 161 trades were effected, 346 lots being transferred. The busiest day of the week was Friday, a total of twenty-six sales having been recorded. Monday and Thursday were tied for second honors, twenty-five sales having been recorded to each. On Tuesday and Wednesday twenty-four deals were consummated. Sixteen sales were reported for the half day on Saturday.

The business section of the city came in for a large share of the big sales, two of which involved a consideration exceeding \$50,000. There were others which brought sums of more than \$25,000. One of the features of the week's trading was the transfer of the large property at the southwest corner of Eighteenth street and Columbia road by George T. Smalwood and John A. L. Cassidy to the Knickerbocker Theatre Company. The consideration was not given, but deeds of trust were placed on the property by the new owners amounting to \$30,000.

Annie E. McQueen conveyed the business building at 126 New York avenue to Augusta C. Grossart. This sale price was also not made public, but the deed cited an encumbrance of \$50,000.

The American Security and Trust Company took title Friday to property at the southwest corner of Thirteenth-and-a-half and C streets. This was one of the largest transfers of the week. The land adjoins the new building of the Potomac Electric Power Company. The transfer is subject to a trust for \$20,000, but the purchase price was not announced.

Another business property which figured in the week's sales was the transfer by Thomas L. Miller to Edward L. Stock of premises 1220 New York avenue. The consideration was in excess of \$25,000. Harry L. Rust last Thursday purchased premises 2015 and 2017 Fourteenth street from trustees at a foreclosure sale for \$11,400. The same day Josephus Wells bought premises 477 Pennsylvania avenue from the estate of Dr. Daniel E. Clarke. The purchase price was withheld.

The loan market far exceeded the first week of the month, an increase of more than \$100,000 being recorded. The figures for the past six days show loans amounting to \$208,924.14. This sum was borrowed on security of 216 lots at an average interest rate of 4.6 per cent.

### BUSINESS MEN TO AID SALESMANSHIP COURSE

Will Give Practical Instruction to Public School Pupils, Under Plan.

High school pupils will be given the opportunity of learning real salesmanship in the leading commercial establishments of the Capital. The plan, which is being organized by the Washington Salesmen's Association, is a course of business organizations for such a course are fully matured.

To the Retail Merchants' Association is given credit for the encouragement of the idea, which took definite shape when the address of Mrs. Lucinda W. Prince of Boston, a pioneer in the movement, and director of similar courses in other cities.

The following committee from the Retail Merchants' Association yesterday was named to co-operate with the Board of Education in the introduction of the course: R. P. Andrews, chairman; A. Lerner, George S. DeNeals, Harold H. Levi and James Lansburgh, Secretaries. Charles J. Columbus, of the association, has arranged for a conference with Dr. John Van Schaick, president of the Board of Education, and Superintendent of Schools Ernest L. Thorton for the discussion of ways and means.

The plan is instituted at a time when it is expected to guarantee success, for the business houses can take the students a few hours a day and give them practical instruction in business methods.

Where the salesmanship course has been instituted in other cities graduates who have taken up such studies have been in great demand, and furthermore have been enabled to obtain the partially self-supporting from the money received while under instruction.

### MESSANGER BOYS SCARCE, UNCLE SAM COMPLAINS

Are you a boy? Do you want a job? If so, your country needs you and is urgently calling for your help, for which you will be paid from \$30 to \$40 a month. The United States Civil Service Commission, in announcing the examination for messenger boys in the Federal departments, said October 15, that owing to the fact that recently the supply of messenger boys has not come up to the demand, boys between 16 and 18 years of age are eligible to take the examination. Full particulars will be furnished by the commission, 1724 F street northwest.

### HIT WITHOUT WARNING.

But Stephens Was Not Torpedoed Until Passengers Had Left.

The British Embassy yesterday afternoon presented to the State Department an affidavit of Capt. Smith, of the British passenger steamer, Stephens, sunk last Sunday off Nantuxet Shoals, stating that the U-53 hit the vessel with a solid shot from a gun before warning had been given.

Two other shots that did not hit the Stephens followed the affidavit statement. Capt. Smith said the submarine was about two miles distant when the shots were fired. The U-53 did not torpedo the vessel until after ordering passengers and crew into lifeboats.

### \$15,000 FOR SYRIANS.

Christian Herald Contributes Toward Relief of War Sufferers.

New York, Oct. 14.—The first large gift—\$15,000—in response to president Wilson's appeal for the suffering Armenians and Syrians reached the office of Charles R. Crane, treasurer of the American Committee for Armenia and Syrian Relief, 70 Fifth avenue, this morning. It was from the emergency relief fund of the Christian Herald.

The check received this morning makes a total of \$30,000 which the Christian Herald has sent to Armenia, \$5,000 having been cashed some time ago through the State Department to representatives of the committee in Turkey.